

1210 - New York Metro ROU

From: Church, Lois
To: 1000 - North Atlantic Area; 2000 - South Atlantic Area; Newby, Jo Anne B. (CAM) 2446; 1100 - Boston Region; 1110 - Boston ROU; 1200 - New York Metro Region; 1210 - New York Metro ROU; 1240 - New Jersey Chain; 1242 - North Jersey Chain; 1300 - Philadelphia Region; 1310 - Philadelphia ROU; 1340 - Philadelphia Chain; 1500 - Hartford Region; 1510 - Hartford ROU; 1540 - Hartford Chain; 1600 - Buffalo Region; 1610 - Buffalo ROU; 1710 - Pittsburgh ROU; 1742 - Harrisburg Chain; 2100 - Winston-Salem Region; 2110 - Winston-Salem ROU; 2142 - Winston-Salem Chain; 2146 - Raleigh Chain; 2200 - Atlanta Region; 2210 - Atlanta R.O.U.; 2244 - Jacksonville Chain; 2300 - S. Florida Region; 2310 - S. Florida ROU; 2342 - Miami Chain; 2400 - Birmingham Region; 2410 - Birmingham ROU; 2500 - Memphis Region; 2510 - Memphis ROU; 2540 - Memphis Chain; 2900 - Washington, DC Region; 2910 - Washington, DC ROU; 2940 - Washington, DC Chain; Davis, Natalie D. (RBM) 2200; Fitzin, Thomas J. (RBM) 1100; Hammond, Matt J. (RBM) 1300; Jacques, Mike R. (RBM) 1500; Noah, Bill D. (RBM) 2400; O'Connor, L. M. (RBM) 1200; Roth, Bill J. (RBM) 2900; Steen, Scott G. (RBM) 1600; Thomas, E. Frank (RBM) 2500; Uffindell, Colin M. (RBM) 1700; Wheedleton, Carroll; Willard, Yvette J. (RBM) 2100; Reynolds, Juacane L.; 1142 - North Boston Chain; 1544 - New York Chain; 1642 - Syracuse Chain; 1643 - Albany Chain; 1644 - Cleveland Div.; 1700 - Pittsburgh Region; 1740 - Pittsburgh Chain; 2144 - Charlotte Chain; 2344 - Tampa Chain; 2346 - Orlando Chain; 2542 - Nashville Chain; 2544 - Ft. Smith Chain; 2546 - Jackson Chain; 2944 - Richmond Chain; 2946 - Norfolk Chain; McDermott, Michael
Subject: ROU Brief Resend
Date: Thu, Apr 13, 1995 1:56PM

Please disregard any briefs sent earlier. One was not converted, the other had a section left out. Thanks<<File Attachment: FSC-59-A.DOC>>

As Info . . .

ROU Briefs 4/12/95

For: *AP|R|M|RB|M|ROM|CAM|RM*

FSC-59-A

Contents:

- Discontinuing Wire 120 Program
- Doral Display Tray Pricer
- AIM RJR Volume Information
- Incorrect UPC Bar Codes on Salem Preferred, Salem Gold & Vantage Cards
- Tables of Weights and Measures
- Montclair/Doral Business Reply Card
- Relocation Handbooks
- Best Practice

➔ DISCONTINUING WIRE 120 PROGRAM.....

Wire 120 Display Program will be discontinued at the end of April. You will need to order your requirement by April 28, as these items will be liquidated and will not be available. Listed below are the item numbers, description, SKU cost, and SKU packing.

Item #	Description	SKU Cost	SKU Packing
137901	120 Pack Wire Display	38.64	6
239830	30 Pack Wire Add-On	107.00	10
141796	80 Pack Conversion Kit	42.62	10
141804	Special Top Sign	33.85	10
165977	40 Pack Add-On Tray	71.44	10
165985	Adjustable Counter Stand	156.48	10
239848	140 Pack Conversion Kit	33.65	10

Program contact: Andrea Lewis, Ext. 3305

- ➔ **DORAL DISPLAY TRAY PRICER.....**The Doral Display Tray Pricer #487910 is now being received into inventory on a weekly basis and is available for ordering. If you previously received the Doral 6 and 9 Tray Display without a Pricer, you will need to order a Pricer for those displays. These are packed 1 per SKU.

As previously communicated to you, the Doral 6 and 9 Tray Displays are being shipped with a Pricer. You will receive additional correspondence on the program when the PPD becomes available in individual components.

Program contact: Andrea Lewis, Ext. 3305

- ➔ **AIM RJR VOLUME INFORMATION.....**Effective Thursday, April 13, 1995, the SIS Scroll Master List Report from M70 and Scroll Master List Report from the Print Report Menu will include AIM RJR Volume, AIM Industry Volume and the No Pay flag.

The AIM volume information will soon be added to the Standard Master List reports.

Contact: Danny Huneycutt, Ext. 1563
Sharon Korczyk, Ext. 2934

- ➔ **INCORRECT UPC BAR CODES ON SALEM PREFERRED, SALEM GOLD & VANTAGE CARDS.....**The following continuity cards have been placed on hold due to a printing error on the promotional UPC bar code:

Item#485561 SALEM Pref.Continuity Card 100/SKU
Item#485564 SALEM Gold Continuity Card 100/SKU
Item#486143 VANTAGE Continuity Card 100/SKU

Existing SMS inventory of these items is being replaced with the corrected versions and will be available for order on May 1, 1995. All orders that were entered in the system and had not shipped as of Friday, April 7 have been canceled and will need to be re-entered using the same item number.

If you have already received these cards, please make your Reps aware that they will experience problems if using these cards in scanning stores. Since the same item number is being utilized, please ensure that all existing inventories are destroyed immediately before replacement cards are ordered.

Program contact: S. G. Reid, Ext. 2584

- ➔ **TABLE OF WEIGHTS AND MEASURES.....**An April 1, 1995 revision of product weights and measures has been sent to our direct customers. We are sending each ROU a quantity of 45 for distribution to the RMs, RBMs, ROMs, DMs, CAMs, SAMs. You should copy any additional quantities you may require.

Contact: John Olenick, Ext. 6112

51846 9446

→ **MONTCLAIR/DORAL BUSINESS REPLY CARD.....**

Several regions have called with regard to the Montclair/Doral business reply card #487664. This business reply card does not have a mail to address as referenced in FSC-40-A dated March 9, 1995. Sales representatives should collect the cards from retailers, screen the cards for accuracy and bulk mail the cards to:

Attention: Department H51
National Smoker Services
P. O. Box 834006
Richardson, Texas 75083-9625

Points to remember:

- Screen cards before mailing
- First or second usual brand must be Montclair
- Age must be 21 or older
- Card must be completely filled out and signed

Contact: David Cook, Ext. 6550

→ **RELOCATION HANDBOOKS.....**The revised handbooks for relocation will be available Tuesday, April 18, 1995. These should be ordered through the normal procedure.

The new book for transferees and new hire entry level (replaces new hire college) has a green cover, and each book contains two sets each of expense forms needed. Extra forms will continue to be available on the computer.

Please destroy all of the beige handbooks and start using the new handbooks immediately. Contact Wanda Eller, Manager Relocation, Ext. 2151, with questions.

→ **BEST PRACTICES.....**Birmingham Systems Coordinator, Gayle Corum, solved a problem regarding DPC accounts being set up in SIS in relation to Coupon Redemption handling.

1. When the account is entered in SIS via M02, DPC should be entered at the end of the account name as opposed to the beginning.

Example: Joe's Gro-DPC

(Entering DPC at the beginning of the name has caused problems in account inquiries for the Coupon Redemption Center.)

2. The DPC designation should not be included in the name of the account if tax information has been entered for the account. If an account was entered with a DPC designation in the name and tax information is input at a later date, the DPC should be removed from the account name.

The Coupon Redemption Center has been made aware of our DPC designated calls and will follow their normal procedure in requesting information for an account that appears with the DPC designation.

R. J. REYNOLDS TOBACCO COMPANY